

Ukraine Trade & Export Finance Forum

THE EVENT OF 2005 ON UKRAINE TRADE FINANCE

June 6, 2005

**The Radisson SAS Hotel,
Kiev, Ukraine**

Simultaneous
✱ Translation ✱
Russian-English

Ukraine: Trade & Export Finance Forum 2005

08.30 Registration

09.15 Chairman's introduction

09.30 Keynote speech

10.00 Partnership with a new Ukraine
Kutlay Ebiri, Regional Chief
Economist and Strategist, Central
and Eastern Europe Department,
International Finance Corporation
(IFC)

- Ukraine as a high potential exporter
- Ukraine as a vast market
- Ukraine as a regional leader
- Ukraine's new challenges in the world economy

10.30 Doing trade finance business in Ukraine: A foreign bank perspective

- John O'Mulloy,
Global Head of Trade Finance,
Standard Bank London
- The future of trade finance in Ukraine
 - Financing Ukraine's export flows
 - Opportunities for infrastructural development support
 - Working with the banking system
 - A regional perspective

11.00 Networking break

11.30 Trade finance development from a Ukrainian bank's perspective
Sergiy Vovchenko, Deputy
Chairman of the Board, Bank Aval

- History, experience, facts and figures
- The most outstanding deals, trade finance structures/instruments
- Cooperation in trade finance with international financial institutions
- Perspectives

12.00 The State Export-Import Bank of Ukraine and its role in supporting foreign trade

Mykola Udovichenko, Deputy
Chairman of the Board, The State
Export-Import Bank of Ukraine

- New opportunities for the support of exports
- Trade finance services for Ukrainian banks and corporates
- New product developments

12.30 Trade & technology: A winning combination
David Hennah, Product Strategy &
Marketing, Trade Services, Misys
Wholesale Banking Systems

- What's driving the business?
- Software solutions for today and tomorrow
- What makes a winning trade bank?

Monday, June 6, 2005

13.00 Lunch

14.30 Carbon trading: Implications for Ukraine

Justin Guest, Carbon Management Consultant, Eco Securities

- The Kyoto Protocol and carbon trading
- Extracting value, Joint Implementation
- Case studies

15.00 Legal issues

Oleg Vysochynsky, Partner, Grischenko & Partners

- Taking security under financial transactions
- Enforcement of security

15.30 Experiences of doing business in Ukraine and the financing of trade/export flows

M Farooq Usman Siddiqui, First Vice-President, CJSC Ministeelmill, ISTIL Ukraine

- Basic facts about ISTIL Ukraine
- Financial results (US GAAP)
- Export activities and volumes
- Financing methods utilised:
 - Pre-export credit from local commercial banks
 - Ordinary credit from local commercial banks
 - Overdraft facility
 - Pre-payments and advances
 - EBRD revolving credit facility

16.00 Networking break

16.30 Political risk and export credit insurance: Private market

Kit Brownlees, Executive Director, Political, Project & Credit Risks, Arthur J Gallagher

- Private market insurers view on Ukraine
- Coverage available from private market
- Case studies
- Future opportunities

17.00 EBRD's trade facilitation programme (TFP)

Kamen Zahariev, Director, European Bank for Reconstruction and Development (EBRD)

- How does it work?
- Case studies for local importers and exporters
- TFP participating banks

17.30 Conclusions and close of conference followed by networking evening reception

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